



EXPORT-IMPORT BANK *of the* UNITED STATES

Ex-Im Bank helps U.S. companies to sustain and create jobs by financing U.S. exports.

SUPPORTING EXPORTERS AND JOBS IN PENNSYLVANIA

The Export-Import Bank (Ex-Im Bank) of the United States, the official U.S. export credit agency, provides export credit insurance, working capital and loan guarantees to help support the sale of U.S. goods and services to international markets.

In fiscal year 2003, Ex-Im Bank helped finance \$14.3 billion of U.S. exports worldwide, which supported U.S. jobs throughout the nation. Approximately 85 percent of Ex-Im Bank's more than 2,700 transactions in fiscal year 2003 were on behalf of small businesses.

Ex-Im Bank's 5-Year Impact in PENNSYLVANIA (Fiscal Year 1999 thru 2003)

Companies Supported:	243
Communities Supported:	123
Value of Exports Supported:	\$1,946 million
Value of Exports Supported - FY 2003:	\$ 287.8 million

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Northeast Regional Office

New York, Maine, Massachusetts, New Hampshire,
New Jersey, Pennsylvania, Connecticut, Rhode Island

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Ex-Im Bank Success Stories

Bridon American Corporation of Wilkes-Barre, Pennsylvania, has used Ex-Im Bank export insurance since 1995 to support sales of its heavy wire rope cables to **Canada** and **Chile**. Bridon expanded its exports by 30 percent, and increased its payroll to 350, according to Bridon's assistant controller Daniel Bierdziewski.

Global Trans-Cable Services Company of Mountain Top, Pennsylvania, sold \$156,000 in television transmission equipment to **Ghana**'s first private TV company in 1999, thanks to an Ex-Im Bank medium-term loan guarantee. Dale E. Williams, president of Global Trans-Cable, said: "This Ex-Im Bank financing makes the non-cash market available to me." **Acrodyne Industries Inc. of Blue Bell, Pennsylvania**, also was a supplier of transmitters, antennas, and other equipment.

The **Mack Truck Company**, in **Allentown, Pennsylvania**, sold four dump trucks to a **Trinidad and Tobago** firm in 2001 thanks to an Ex-Im Bank medium-term loan guarantee. Mack Trucks also used Ex-Im Bank financing to sell \$1.4 million of trucks and road construction equipment to **Ghana**, among other transactions.

Fuller International Inc., sold cement-making machinery to **South Korea** using the \$2 billion export credit program that Ex-Im Bank established in 1998 in response to the Asian financial crisis to facilitate the sale of U.S. capital equipment.

Cornell Storefront Systems, a small business in **Forty Fort, Pennsylvania**, has used Ex-Im Bank short-term insurance since 1999 to cover \$350,000 in exports of lumber and other building materials, primarily to **Mexico**.

FT International, of **Allentown, Pennsylvania**, is a supplier of paper and paperboard products to companies located throughout the **Caribbean** and **Central America**. First year sales (2000) were \$223,000 and by 2002, sales had increased to \$ 1.5 million. Patricia Shrager of FT said, "The Ex-Im Bank has certainly contributed to our ability to grow our business with such speed."